

# NORTH FLORIDA LENDER NEWS

December 2008

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## Special Points of Interest

- SBA Finance Division Updates
- North Florida District Calendar of Events
- FY 2009 Loan Approvals by 7(a), 504 and County

Helping small businesses



Your Small Business Resource

## NEWS FROM THE SBA LENDER RELATIONS DIVISION:

Version 2009.1 of the 7(a) Authorization Wizard was released on November 24, 2008. The release of this version is being made in order to accommodate the recent addition of One Month LIBOR plus 3 percent as an allowable base rate option and to include the requirement that the interest rate to use when ascertaining the base rate component of the initial rate is the interest rate in effect **on the first business day of the month in which SBA receives the application** rather than the rate in effect on the actual day the application is received by SBA.

Lenders may access Version 2009.1 of the 7(a) Authorization by going to the SBA Banking website, [www.sba.gov/banking](http://www.sba.gov/banking) and clicking on the "Authorization" hyperlink or by using [www.sba.gov/aboutsba/sbaprograms/elending/authorizations/](http://www.sba.gov/aboutsba/sbaprograms/elending/authorizations/).

To learn more about the One Month LIBOR Plus 3 Percent Allowed as SBA Base Rate, visit the SBA Banking website, [www.sba.gov/banking](http://www.sba.gov/banking) and click on the "Notices" hyperlink.

## "America's Small Business . . . State of the Sector" event on November 17th in Jacksonville was a

Not only were small business leaders and owners educated on today's state of small business, but the non-profit sector of Jacksonville were appreciated as well at Essential Capital's 2nd Annual State of Small Business event at the University Center at UNF Jacksonville. Jacksonville's Mayor John Peyton provided the keynote address speaking on the status of small businesses today on the First Coast and Rena Coughlin, Executive Director of The Non-profit Center (pictured below) addressed the "State of the Non-profit." Essential Capital Finance, Inc. announced that with every loan that is made, Essential Capital as well as the third party lender will make a donation of the profit to one of five local Jacksonville charities.



Wilfredo J. Gonzalez, SBA District Director, awards Mayor Peyton for his contributions to small business.

Rena Coughlin, Executive Director of The Non-profit Center addresses the State of Non-profits



Linda Nottingham, Jacksonville SCORE Counselor asks Mayor Peyton to address issues facing Jacksonville's small businesses today

The SBA staff is happy to speak on SBA's Programs & Services to lenders, small businesses, organizations, etc. – Please coordinate with [lola.naylor@sba.gov](mailto:lola.naylor@sba.gov)!

*SBA CALENDAR OF EVENTS*

Let us know what you are up to! Please send any upcoming events to [lola.naylor@sba.gov](mailto:lola.naylor@sba.gov)

**December 16th- Nation wide-** 10:30 am- Join a Webinar (via computer & Phone!) to learn about the SBA HubZone Program- to register & for more info, visit: <https://cc.readytalk.com/cc/schedule/display.do?udc=gfs905ffu6bp>

**January 15 - Orlando 5:30pm-730pm** - Doing Business with the federal government - Orlando Business Development Incubator - call Ed Ramos, SBA, 407-648-2891 for more info.

**January 27-Jacksonville** SBA Programs & Services- Learn What we

Do! 10:00 am to 12:00 pm at the SBA Offices, 7825 Baymeadows Way; Suite 100-B to register or for more info, please call 904-443-1923.

**January 27- Orlando 8:30 - 10:00 am** Economic Outlook for Small Business Breakfast Presentation, SBDC at the Disney Entrepreneur Center. Call 407-420-4848 for more info.

**January 30-Jacksonville** Women's Business Roundtable; 11:45 am to 2:00 pm, Topics: Doing Business with Duval County Schools, Global Visions, and the SBA's 8

(a) Program. For more info & RSVP info, please see the flyer posted at [www.sba.gov/fl/north](http://www.sba.gov/fl/north).

**February 12- Panama City-** 8(a) Application Seminar- more info to come soon- Please call SBA's Ed Phillips (904) 443-1968.

**February 17-Kissimmee** Cómo Obtener Contratos con el Gobierno? - de 6:00pm a 7:30pm en La cámara de comercio de Kissimmee. Call Ed Ramos (407) 648-2891 for more info.

Through its Faith-Based and Community Initiative (FBCI), the SBA is reaching out to foster business development opportunities in every corner of America. Entrepreneurial development is the key to the economic growth of our nation. For more information, please contact at Donna Padgug at (904) 443-1971 or [donna.padgug@sba.gov](mailto:donna.padgug@sba.gov)

SMALL BUSINESS ADMINISTRATION NORTH FLORIDA DISTRICT OFFICE 504 Loans Year to Date for FY 2009		
		As of 11/30/2008
Lender Name	Number of Loans	Dollar Amount
FLORIDA BUSINESS DEVELOPMENT CORPORATION	18	\$10,183,000.00
FLORIDA FIRST CAPITAL FINANCE CORPORATION, INC.	11	\$7,114,000.00
ESSENTIAL CAPITAL FINANCE, INC.	1	\$280,000.00
GULFCOAST BUSINESS FINANCE, INC.	1	\$160,000.00
<b>Total:</b>	<b>31</b>	<b>\$17,737,000.00</b>

Lender	Number of Loans	Dollar Amount
SUPERIOR FINANCIAL GROUP, LLC	10	\$92,500.00
INNOVATIVE BANK	8	\$235,000.00
SUNTRUST BANK	7	\$361,500.00
COMPASS BANK	6	\$132,000.00
REGIONS BANK	5	\$896,200.00
BANKFIRST	5	\$538,300.00
FIRST COAST COMMUNITY BANK	5	\$590,000.00
THE HUNTINGTON NATIONAL BANK	4	\$4,155,000.00
BANCO POPULAR NORTH AMERICA	3	\$465,000.00
CIT SMALL BUSINESS LENDING CORPORATION	3	\$936,000.00
COMMUNITY WEST BANK, NATIONAL ASSOC.	3	\$906,000.00
CENTERBANK OF JACKSONVILLE, N.A.	2	\$650,000.00
BRANCH BANKING AND TRUST COMPANY	2	\$170,000.00
BORREGO SPRINGS BANK, N.A.	2	\$75,000.00
NEWTEK SMALL BUSINESS FINANCE, INC.	2	\$646,000.00
COMMERCE BANK, A DIVISION OF	1	\$85,000.00
BANK OF AMERICA, NATIONAL ASSOCIATION	1	\$75,000.00
BEACH COMMUNITY BANK	1	\$497,236.00
COMMUNITY SOUTH BANK	1	\$1,645,800.00
AMERICAN ENTERPRISE BANK OF FLORIDA	1	\$246,000.00
FIRST COMMERCIAL BANK OF FLORIDA	1	\$68,000.00
WACHOVIA SBA LENDING, INC.	1	\$594,500.00
HAVEN TRUST BANK FLORIDA	1	\$150,000.00
PNC BANK, NATIONAL ASSOCIATION	1	\$252,000.00
VANGUARD BANK & TRUST COMPANY	1	\$50,000.00
WACHOVIA BANK, NATIONAL ASSOCIATION	1	\$50,000.00
FIRST BANK	1	\$150,000.00
<b>Total:</b>	<b>79</b>	<b>\$14,712,036.00</b>

NORTH FLORIDA DISTRICT LOANS BY COUNTY MONTH ENDING  
NOVEMBER 30, 2008

County	Number of Loans	Dollar Amount
ALACHUA	4	\$2,238,000.00
BAY	2	\$100,000.00
BRADFORD	1	\$280,000.00
CITRUS	4	\$1,465,000.00
CLAY	3	\$973,000.00
COLUMBIA	1	\$750,000.00
DUVAL	31	\$6,011,700.00
ESCAMBIA	3	\$571,000.00
HERNANDO	2	\$2,988,000.00
LAKE	4	\$1,651,000.00
LEON	2	\$2,607,000.00
MARION	2	\$175,000.00
NASSAU	1	\$210,000.00
OKALOOSA	3	\$547,236.00
ORANGE	29	\$4,415,800.00
SANTA ROSA	1	\$262,000.00
SEMINOLE	10	\$4,463,300.00
ST. JOHNS	5	\$2,417,000.00
VOLUSIA	1	\$144,000.00
WASHINGTON	1	\$180,000.00
<b>Total:</b>	<b>110</b>	<b>\$32,449,036.00</b>

**7(a) SBA  
North Florida Loans  
Approved  
as of  
November  
30, 2008**

**Lender  
Training is  
available!**

- Processing
- Closing
- Servicing
- Liquidation

**For Lenders  
only– Please call  
(904) 443-1906  
to schedule!  
your training!**